

Customer Success Story

A way to measure business performance



High-tech, optics-based solutions designer and manufacturer for OEM and scientific industries

Business Needs

An Epicor ERP package was implemented. Now... they needed a way to measure their business. The ERP package did not provide standardized reporting and our client had no consistent way to measure the performance of the business. No platform existed that would support the dissemination of reporting.

Solution

Define a consistent set of reports that included:

- Bookings
- Revenue
- Shipments
- Invoicing
- Commissions

Provide a custom program to run these reports and allow drill through from the KPI level to the individual line-item within Epicor.

Results

Now...

- Consistent look and feel of all reports
- Everyone is working from the same data
- Exposure to setup inconsistencies within Epicor allowed for fixes in product categories, territory definitions, etc.
- The solution saves 16 hours used for generating reports each week - just in the finance department!